

Southeast Region Occupational Projections 2020-2030

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Occupational projections are produced every two years and are published in July of even numbered years. Occupations are classified using the Standard Occupational Classification (SOC) system. Major occupation groups are at the two digit SOC level, while detailed c

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Major Occupation Group Information

Occupation		2020	2030	2020-2030		2020 Wages				Annual Openings			
SOC Code	Title	Estimated Employment	Projected Employment	Net Change	Percent Change	Entry	Mean	Median	Experienced	Exits	Transfers	Growth	Total
00-0000	Total, All Occupations	149,722	153,836	4,114	2.8%	\$23,247	\$40,598	\$32,239	\$48,394	6,889	10,150	411	17,450
11-0000	Management Occupations	8,161	8,440	279	3.4%	\$50,619	\$85,365	\$73,539	\$105,355	287	411	28	726
13-0000	Business and Financial Operations Occupations	5,089	5,368	279	5.5%	\$39,089	\$58,601	\$53,310	\$71,701	140	311	28	479
15-0000	Computer and Mathematical Occupations	1,299	1,407	108	8.3%	\$40,410	\$60,461	\$55,503	\$77,222	27	68	11	106
17-0000	Architecture and Engineering Occupations	1,042	1,138	96	9.2%	\$50,718	\$67,497	\$63,975	\$83,492	27	53	10	90
19-0000	Life, Physical, and Social Science Occupations	427	439	12	2.8%	\$44,390	\$62,992	\$56,987	\$75,745	10	29	1	40
21-0000	Community and Social Service Occupations	2,826	2,864	38	1.3%	\$32,674	\$40,749	\$38,288	\$47,023	88	180	4	272
23-0000	Legal Occupations	409	441	32	7.8%	\$32,819	\$94,100	\$59,759	\$133,461	12	17	3	32
25-0000	Education, Training, and Library Occupations	7,057	7,103	46	0.7%	\$30,483	\$43,900	\$41,709	\$51,501	264	311	5	580
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,433	1,486	53	3.7%	\$25,267	\$41,824	\$35,721	\$51,089	52	94	5	151
29-0000	Healthcare Practitioners and Technical Occupations	9,412	9,511	99	1.1%	\$38,538	\$66,982	\$53,248	\$74,938	249	295	10	554
31-0000	Healthcare Support Occupations	13,985	14,782	797	5.7%	\$21,501	\$27,540	\$23,880	\$26,812	889	844	80	1,813
33-0000	Protective Service Occupations	2,846	2,833	-13	-0.5%	\$28,204	\$39,065	\$32,881	\$44,314	123	172	-1	294
35-0000	Food Preparation and Serving Related Occupations	12,036	13,561	1,525	12.7%	\$19,864	\$23,977	\$20,739	\$24,825	930	1,281	152	2,363
37-0000	Building and Grounds Cleaning and Maintenance Occupations	4,537	4,682	145	3.2%	\$20,857	\$27,001	\$24,589	\$30,071	264	333	14	611
39-0000	Personal Care and Service Occupations	3,312	3,424	112	3.4%	\$20,240	\$28,143	\$22,730	\$31,505	201	250	11	462
41-0000	Sales and Related Occupations	13,883	13,733	-150	-1.1%	\$20,864	\$33,534	\$24,418	\$34,507	767	1,120	-15	1,872
43-0000	Office and Administrative Support Occupations	18,240	17,205	-1,035	-5.7%	\$25,243	\$34,724	\$31,297	\$39,764	847	1,063	-104	1,806
45-0000	Farming, Fishing, and Forestry Occupations	3,564	3,711	147	4.1%	\$25,150	\$32,864	\$30,070	\$37,867	152	413	15	580
47-0000	Construction and Extraction Occupations	5,640	5,881	241	4.3%	\$34,527	\$48,062	\$44,089	\$59,501	174	395	24	593
49-0000	Installation, Maintenance, and Repair Occupations	6,754	7,057	303	4.5%	\$31,419	\$45,133	\$40,921	\$56,934	212	438	30	680
51-0000	Production Occupations	13,906	13,936	30	0.2%	\$29,122	\$40,254	\$37,493	\$49,433	507	977	3	1,487
53-0000	Transportation and Material Moving Occupations	13,864	14,834	970	7.0%	\$22,696	\$35,246	\$29,999	\$40,721	667	1,094	97	1,858

Please see Notes tab for further explanation of data.

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Long-Term Occupational Projections for Southeast Region

Top Job Outlook by Now, Next, and Later Categories

Outlook defined by Career Grades which consider openings, growth rate, and wages

NOW Top Job Outlook - Southeast			
NOW jobs typically require high school education or less and short-term training			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B+	Home Health and Personal Care Aides	1,138	\$25,659
B	Fast Food and Counter Workers	687	\$22,667
B	Retail Salespersons	547	\$27,324
B	Stockers and Order Fillers	412	\$26,297
B+	Waiters and Waitresses	370	\$22,472
B	Office Clerks, General	357	\$30,782
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	265	\$26,118
B	Laborers and Freight, Stock, and Material Movers, Hand	248	\$31,078
B	Customer Service Representatives	174	\$31,549
B	Food Preparation Workers	165	\$21,374
B	Maids and Housekeeping Cleaners	164	\$22,398
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	153	\$27,703
B+	Light Truck or Delivery Services Drivers	144	\$32,722
A	Bartenders	143	\$25,640
B+	Construction Laborers	131	\$39,167
B	Landscaping and Groundskeeping Workers	115	\$27,783
B+	Driver/Sales Workers	107	\$26,691
B	Industrial Truck and Tractor Operators	94	\$34,550
B	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	85	\$22,642
B	Dishwashers	55	\$21,679

NEXT Top Job Outlook - Southeast			
NEXT jobs typically require moderate/long-term training or experience or education beyond high school			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B	Nursing Assistants	418	\$28,403
B+	Heavy and Tractor-Trailer Truck Drivers	367	\$51,987
A	Cooks, Restaurant	284	\$23,124
B	Maintenance and Repair Workers, General	153	\$37,838
B	Bookkeeping, Accounting, and Auditing Clerks	140	\$35,721
B	First-Line Supervisors of Retail Sales Workers	130	\$38,689
B+	First-Line Supervisors of Production and Operating Workers	109	\$54,656
B	Hairdressers, Hairstylists, and Cosmetologists	102	\$26,629
A	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	102	\$30,095
B	Automotive Service Technicians and Mechanics	101	\$37,421
B+	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	98	\$59,448
B	Welders, Cutters, Solderers, and Brazers	98	\$40,633
B	Packaging and Filling Machine Operators and Tenders	91	\$40,125
A	Insurance Sales Agents	71	\$69,727
B+	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	70	\$50,618
B	Police and Sheriff's Patrol Officers	68	\$45,284
B	Electricians	59	\$54,965
B	Bus and Truck Mechanics and Diesel Engine Specialists	58	\$42,548
B+	Industrial Machinery Mechanics	57	\$48,456
B	Molders, Shapers, and Casters, Except Metal and Plastic	57	\$42,919

LATER Top Job Outlook - Southeast			
LATER jobs typically require a Bachelor's degree or higher education			
Grade	Occupation Title	Annual Openings	Average Annual Wage

A	General and Operations Managers	239	\$78,342
B+	Registered Nurses	175	\$60,719
A	Accountants and Auditors	130	\$52,832
B	Secondary School Teachers, Except Special and Career/Technical Education	110	\$44,822
B+	Market Research Analysts and Marketing Specialists	67	\$50,246
B	Elementary School Teachers, Except Special Education	64	\$49,104
B	Middle School Teachers, Except Special and Career/Technical Education	53	\$45,473
B	Human Resources Specialists	47	\$49,508
B	Project Management Specialists and Business Operations Specialists, All Other	47	\$71,019
A+	Medical and Health Services Managers	34	\$112,232
B	Substitute Teachers, Short-Term	29	n/a
B	Coaches and Scouts	23	\$37,098
B+	Securities, Commodities, and Financial Services Sales Agents	22	n/a
B+	Management Analysts	21	\$87,997
B	Loan Officers	21	\$61,294
A	Software Developers and Software Quality Assurance Analysts and Testers	19	\$84,739
B+	Industrial Engineers	19	\$76,392
A+	Nurse Practitioners	19	\$100,553
A	Financial Managers	18	\$114,984
B	Education Administrators, Elementary and Secondary School	18	\$80,168

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
Please see Notes tab for additional details

Top Job Openings by Now, Next, and Later Categories

Openings based on job growth as well as replacement needs due to exits or transfers

NOW Top Job Openings - Southeast			
NOW jobs typically require high school education or less and short-term training			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B+	Home Health and Personal Care Aides	1,138	\$25,659
C+	Cashiers	714	\$22,848
B	Fast Food and Counter Workers	687	\$22,667
B	Retail Salespersons	547	\$27,324
B	Stockers and Order Fillers	412	\$26,297
B+	Waiters and Waitresses	370	\$22,472
B	Office Clerks, General	357	\$30,782
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	265	\$26,118
C+	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	258	\$32,163
B	Laborers and Freight, Stock, and Material Movers, Hand	248	\$31,078
B	Customer Service Representatives	174	\$31,549
B	Food Preparation Workers	165	\$21,374
B	Maids and Housekeeping Cleaners	164	\$22,398
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	153	\$27,703
B+	Light Truck or Delivery Services Drivers	144	\$32,722
A	Bartenders	143	\$25,640
C+	Cooks, Institution and Cafeteria	134	\$23,708
C+	Cooks, Fast Food	133	\$21,618
B+	Construction Laborers	131	\$39,167
B	Landscaping and Groundskeeping Workers	115	\$27,783

NEXT Top Job Openings - Southeast			
NEXT jobs typically require moderate/long-term training or experience or education beyond high school			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B	Nursing Assistants	418	\$28,403
B+	Heavy and Tractor-Trailer Truck Drivers	367	\$51,987
A	Cooks, Restaurant	284	\$23,124
B	Maintenance and Repair Workers, General	153	\$37,838
B	Bookkeeping, Accounting, and Auditing Clerks	140	\$35,721
B	First-Line Supervisors of Retail Sales Workers	130	\$38,689
B+	First-Line Supervisors of Production and Operating Workers	109	\$54,656
C	Miscellaneous Assemblers and Fabricators	108	\$33,742
C+	Teaching Assistants, Except Postsecondary	104	\$24,068
B	Hairdressers, Hairstylists, and Cosmetologists	102	\$26,629
A	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	102	\$30,095
B	Automotive Service Technicians and Mechanics	101	\$37,421
B+	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	98	\$59,448
B	Welders, Cutters, Solderers, and Brazers	98	\$40,633
C+	Licensed Practical and Licensed Vocational Nurses	94	\$37,302
B	Packaging and Filling Machine Operators and Tenders	91	\$40,125
C+	First-Line Supervisors of Office and Administrative Support Workers	89	\$50,722
C+	Inspectors, Testers, Sorters, Samplers, and Weighers	74	\$42,387
A	Insurance Sales Agents	71	\$69,727
B+	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	70	\$50,618

LATER Top Job Openings - Southeast			
LATER jobs typically require a Bachelor's degree or higher education			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A	General and Operations Managers	239	\$78,342

B+	Registered Nurses	175	\$60,719
A	Accountants and Auditors	130	\$52,832
B	Secondary School Teachers, Except Special and Career/Technical Education	110	\$44,822
B+	Market Research Analysts and Marketing Specialists	67	\$50,246
B	Elementary School Teachers, Except Special Education	64	\$49,104
B	Middle School Teachers, Except Special and Career/Technical Education	53	\$45,473
C+	Child, Family, and School Social Workers	52	\$36,668
B	Human Resources Specialists	47	\$49,508
B	Project Management Specialists and Business Operations Specialists, All Other	47	\$71,019
A+	Medical and Health Services Managers	34	\$112,232
C+	Healthcare Social Workers	33	\$48,705
C+	Educational, Guidance, School, and Vocational Counselors	32	\$51,380
C+	Rehabilitation Counselors	30	\$34,975
B	Substitute Teachers, Short-Term	29	n/a
C+	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	24	\$39,273
B	Coaches and Scouts	23	\$37,098
B+	Securities, Commodities, and Financial Services Sales Agents	22	n/a
C	Buyers and Purchasing Agents	21	\$46,424
B+	Management Analysts	21	\$87,997

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
Please see Notes tab for additional details

Long-Term Occupational Projections for Southeast Region

Fastest Growing Occupations by Now, Next, and Later Categories

Fastest growth defined by percent growth from base year to projected year

NOW Fastest Growing Occupations - Southeast				
NOW jobs typically require high school education or less and short-term training				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
A	Bartenders	25.2%	143	\$25,640
B	Veterinary Assistants and Laboratory Animal Caretakers	23.2%	11	\$28,446
B	Machine Feeders and Offbearers	20.9%	18	\$28,685
B+	Driver/Sales Workers	15.9%	107	\$26,691
B	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	14.8%	85	\$22,642
B+	Waiters and Waitresses	14.0%	370	\$22,472
B	Dishwashers	13.7%	55	\$21,679
B+	Light Truck or Delivery Services Drivers	12.7%	144	\$32,722
C+	School Bus Monitors and Protective Service Workers, All Other	11.5%	24	\$31,877
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	11.1%	153	\$27,703
B	Industrial Truck and Tractor Operators	10.1%	94	\$34,550
B	Fast Food and Counter Workers	9.4%	687	\$22,667
B+	Home Health and Personal Care Aides	8.4%	1,138	\$25,659
C	Amusement and Recreation Attendants	8.4%	27	\$21,804
C+	Refuse and Recyclable Material Collectors	7.3%	26	\$33,289
B+	Construction Laborers	7.2%	131	\$39,167
B	Stockers and Order Fillers	6.5%	412	\$26,297
C+	Cleaners of Vehicles and Equipment	6.4%	48	\$27,282
C+	Food Servers, Nonrestaurant	5.7%	50	\$23,939
B	Maids and Housekeeping Cleaners	5.1%	164	\$22,398

NEXT Fastest Growing Occupations - Southeast				
NEXT jobs typically require moderate/long-term training or experience or education beyond high school				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
A	Cooks, Restaurant	43.0%	284	\$23,124
A	Occupational Therapy Assistants	31.3%	14	\$61,017
A	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	28.7%	102	\$30,095
B+	Physical Therapist Assistants	27.0%	36	\$51,731
B	Architectural and Civil Drafters	25.6%	6	\$51,776
B+	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	23.2%	39	\$36,597
B	Fitness Trainers and Aerobics Instructors	22.8%	32	\$30,063
B+	Industrial Machinery Mechanics	22.2%	57	\$48,456
B	Self-Enrichment Education Teachers	22.1%	17	\$32,824
A	Insurance Sales Agents	21.7%	71	\$69,727
B	Insurance Claims and Policy Processing Clerks	16.4%	34	\$40,602
B	Industrial Engineering Technicians	16.2%	13	\$50,075
B+	Mobile Heavy Equipment Mechanics, Except Engines	14.8%	29	\$55,875
C+	Umpires, Referees, and Other Sports Officials	13.8%	13	\$30,963
C+	Mechanical Door Repairers	12.9%	3	\$36,093
B	Respiratory Therapists	12.0%	11	\$51,448
B	Excavating and Loading Machine and Dragline Operators, Surface Mining	11.2%	24	\$45,475
B	Earth Drillers, Except Oil and Gas; and Explosives Workers, Ordnance Handling Experts, and Blasters	9.4%	15	\$44,650
C+	Installation, Maintenance, and Repair Workers, All Other	9.2%	24	\$40,655
B	Molders, Shapers, and Casters, Except Metal and Plastic	9.0%	57	\$42,919

LATER Fastest Growing Occupations - Southeast				
LATER jobs typically require a Bachelor's degree or higher education				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
B+	Logisticians	45.5%	7	\$61,949
A+	Nurse Practitioners	36.5%	19	\$100,553
A	Veterinarians	22.5%	3	\$85,636
A	Software Developers and Software Quality Assurance Analysts and Testers	21.4%	19	\$84,739
B+	Market Research Analysts and Marketing Specialists	21.2%	67	\$50,246
B+	Web Developers and Digital Interface Designers	21.1%	13	\$66,066
A+	Medical and Health Services Managers	20.3%	34	\$112,232
A	Physician Assistants	20.0%	2	\$101,850
B	Meeting, Convention, and Event Planners	19.0%	11	\$39,714

A	Speech-Language Pathologists	18.3%	13	\$71,756
B+	Financial Examiners	16.7%	6	\$68,303
A	Financial Managers	14.0%	18	\$114,984
B	Coaches and Scouts	13.7%	23	\$37,098
B+	Mechanical Engineers	11.4%	8	\$70,420
B+	Management Analysts	11.2%	21	\$87,997
B+	Physical Therapists	10.4%	14	\$87,400
B+	Occupational Therapists	9.2%	8	\$76,135
B+	Industrial Engineers	9.0%	19	\$76,392
B+	Construction Managers	8.7%	16	\$84,357
B+	Electronics Engineers, Except Computer	8.1%	7	\$94,749

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center
 Please see Notes tab for additional details

All Occupation Information

[illegible]

C	NOW	39-3091	Amusement and Recreation Attendants	119	129	10	8.4%	\$19,826	\$21,804	\$20,109	\$20,842	12	14	1	27	No formal educational credential	None	Short-term on-the-job training	3	3	4	4	3	3
C	NOW	39-3093	Locker Room, Coatroom, and Dressing Room Attendants	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	3	3
C	NEXT	39-4011	Embalmers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Associate degree	None	Long-term on-the-job training	5	5	6	6	4	4
D	NOW	39-4021	Funeral Attendants	97	90	-7	-7.2%	\$26,396	\$29,028	\$28,182	\$31,938	5	7	-1	11	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	4	4
C	NEXT	39-4031	Morticians, Undertakers, and Funeral Directors	n/a	n/a	n/a	n/a	\$34,552	\$58,481	\$46,854	\$92,889	n/a	n/a	n/a	n/a	Associate degree	None	Long-term on-the-job training	5	5	6	6	5	5
B	NEXT	39-5012	Hairdressers, Hairstylists, and Cosmetologists	859	921	62	7.2%	\$20,267	\$26,629	\$20,923	\$29,154	47	49	6	102	Postsecondary non-degree award	None	None	3	3	3	3	3	3
B	NEXT	39-5092	Manicurists and Pedicurists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Postsecondary non-degree award	None	None	3	3	3	3	3	3
C	NEXT	39-5094	Skin-care Specialists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Postsecondary non-degree award	None	None	3	3	3	3	3	3
C	NEXT	39-6012	Concierges	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	4	4	4	4
B	NEXT	39-7010	Tour and Travel Guides	n/a	n/a	n/a	n/a	\$19,763	\$21,585	\$19,870	\$21,431	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	5	5	4	4
C	NOW	39-9011	Childcare Workers	n/a	n/a	n/a	n/a	\$20,016	\$23,752	\$20,935	\$23,945	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	3
B	NEXT	39-9031	Fitness Trainers and Aerobics Instructors	162	199	37	22.8%	\$22,819	\$30,063	\$28,190	\$34,420	11	17	4	32	High school diploma or equivalent	None	Short-term on-the-job training	4	4	4	4	4	4
D	NEXT	39-9032	Recreation Workers	403	413	10	2.5%	\$21,290	\$22,276	\$20,540	\$23,812	24	39	1	64	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	4	4
C	NEXT	39-9041	Residential Advisors	157	165	8	5.1%	\$23,228	\$31,949	\$30,459	\$38,333	14	23	1	23	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	3	3
C	NOW	39-9098	Crematory Operators and Personal Care and Service Workers, All O	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4
41-0000 Sales and Related Occupations				13,883	13,733	-150	-1.1%	\$20,864	\$33,534	\$24,418	\$34,507	767	1,120	-15	1,872									
B	NEXT	41-1011	First-Line Supervisors of Retail Sales Workers	1,378	1,285	-93	-6.8%	\$28,630	\$38,689	\$34,615	\$45,497	47	92	-9	130	High school diploma or equivalent	Less than 5 years	None	4	4	4	4	4	4
C+	NEXT	41-1012	First-Line Supervisors of Non-Retail Sales Workers	224	217	-7	-3.1%	\$40,534	\$64,966	\$62,643	\$78,264	6	13	-1	18	High school diploma or equivalent	Less than 5 years	None	3	5	4	5	4	4
C+	NOW	41-2011	Cashiers	4,201	3,961	-240	-5.7%	\$20,133	\$22,848	\$21,551	\$24,316	347	391	-24	714	No formal educational credential	None	Short-term on-the-job training	3	3	3	3	3	3
C	NOW	41-2012	Gaming Change Persons and Booth Cashiers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	3	3
C	NEXT	41-2021	Counter and Rental Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	4	4
C	NEXT	41-2022	Parts Salespersons	384	399	15	3.9%	\$23,478	\$32,722	\$30,262	\$39,174	16	30	2	48	No formal educational credential	None	Moderate-term on-the-job training	3	3	3	3	4	4
B	NOW	41-2031	Retail Salespersons	3,923	3,944	21	0.5%	\$20,669	\$27,324	\$23,300	\$28,043	220	325	2	547	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4
C	NEXT	41-3011	Advertising Sales Agents	n/a	n/a	n/a	n/a	\$23,842	\$41,594	\$35,651	\$51,174	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	3	4
A	NEXT	41-3021	Insurance Sales Agents	582	708	126	21.7%	\$41,073	\$69,727	\$51,358	\$69,937	22	36	13	71	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	5	5	5	5
B	LATER	41-3031	Securities, Commodities, and Financial Services Sales Agents	224	241	17	7.6%	n/a	n/a	n/a	n/a	15	15	2	22	Bachelor's degree	None	Moderate-term on-the-job training	4	4	3	3	4	4
C	NEXT	41-3041	Travel Agents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	4	5	4	4
B+	NEXT	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Fin	560	604	44	7.9%	\$33,827	\$50,618	\$45,273	\$54,677	15	51	4	70	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	4	5	4	4
B	LATER	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and	126	135	9	7.1%	\$36,895	\$71,284	\$67,091	\$98,846	4	9	1	14	Bachelor's degree	None	Moderate-term on-the-job training	3	4	4	4	4	4
B+	NEXT	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Techn	966	1,000	34	3.5%	\$33,476	\$59,448	\$52,964	\$73,332	29	66	3	98	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	3	5	4	4
C	NEXT	41-9021	Real Estate Brokers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	4	3	4	3	4
C+	NEXT	41-9022	Real Estate Sales Agents	290	300	10	3.5%	\$33,374	\$42,132	\$38,364	\$45,645	12	13	1	26	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	5	3	4
B	LATER	41-9031	Sales Engineers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	Moderate-term on-the-job training	6	6	4	4	4	4
D	NOW	41-9041	Telemarketers	n/a	n/a	n/a	n/a	\$21,180	\$23,717	\$22,627	\$24,069	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4
D	NOW	41-9099	Sales and Related Workers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	None	3	3	3	3	3	3
43-0000 Office and Administrative Support Occupations				18,240	17,205	-1,035	-5.7%	\$25,243	\$34,724	\$31,297	\$39,764	847	1,063	-104	1,806									
C+	NEXT	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,017	943	-74	-7.3%	\$35,167	\$50,722	\$44,690	\$60,560	36	60	-7	89	High school diploma or equivalent	Less than 5 years	None	3	4	4	4	3	4
F	NOW	43-2011	Switchboard Operators, Including Answering Service	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	4
D	NEXT	43-3011	Bill and Account Collectors	66	4	-62	-93.6%	\$28,990	\$36,205	\$38,306	\$48,424	2	0	6	3	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4
C	NEXT	43-3021	Billing and Posting Clerks	395	380	-15	-3.8%	\$27,012	\$34,582	\$32,282	\$39,624	16	24	-2	38	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4
B	NEXT	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,393	1,308	-85	-6.1%	\$25,366	\$35,721	\$33,625	\$41,489	79	69	-8	140	Some college, no degree	None	Moderate-term on-the-job training	3	4	3	4	3	4
C	NOW	43-3041	Gaming Cage Workers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	4	4	3	3	3	3
D	NEXT	43-3061	Payroll and Timekeeping Clerks	190	155	-35	-18.4%	\$37,489	\$39,741	\$43,101	\$48,101	8	9	4	13	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	4	4	4	4
C	NEXT	43-3061	Procurement Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	4	3	3
D	NOW	43-3071	Tellers	669	553	-116	-17.3%	\$23,289	\$28,195	\$27,208	\$31,656	25	38	-12	51	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	

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Notes

- 1. n/a = Data suppressed due to confidentiality or lack of statistically significant data.
- 2. Net Employment Change (Column G) is the difference in the number of jobs between the base and projected years.
- 3. Percent employment change (Column H) indicates how fast employment is expected to increase or decrease during the projection period.
- 4. Annual Exit Openings (Column M) are an estimate of the annual number of jobs that will arise from the need to replace workers who have left the workforce entirely.
- 5. Annual Transfer Openings (Column N) are an estimate of the annual number of jobs that will arise from the need to replace workers who have transferred to a different occupation.
- 6. Annual Growth Openings (Column O) are the annual numeric change in employment.
- 7. Annual Total Openings (Column P) are the sum of exit, transfer, and growth openings.

Occupation Grade

The occupation grades, or "career grades", are based on a combination of total job openings, percent growth, and the average wages of an occupation. Occupations with the letter grade "A+" have the best outlook, while occupations with the letter grade "F" have the worst outlook. Grades in each region are determined by comparing only the occupations within that region.

STEM

Refers to Science, Technology, Engineering, and Math occupations. "Core" occupations are those that strictly use STEM skills. "Related" occupations are those that use related STEM skills.

N_N_L: "Now, Next, Later"

Now: Typically requires short-term on-the-job training, little to no experience, and/or a high school diploma
Next: Typically requires non-degree certificate, associate’s degree, apprenticeship, some experience, or moderate- to long-term training
Later: Typically requires a bachelor’s degree or higher

ACT WorkKeys Assessments

ACT WorkKeys® assessments measure foundational skills required for success in the workplace, and help measure the workplace skills that can affect job performance. Scores are provided for three different categories: Applied Math, Workplace Documents, and Graphic Literacy. Each assessment offers varying levels of difficulty. The levels build on each other, incorporating the skills assessed at the previous levels. For example, at Level 5, individuals need the skills from Levels 3, 4, and 5. The minimum and median score required for each occupation is shown, if available. For more information about WorkKeys skills, please visit the following website:
<https://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.html>